



# Small Business Development Center UNIVERSITY OF GEORGIA

[www.georgiasbdc.org](http://www.georgiasbdc.org)

In Partnership with the U.S. Small Business Administration





# WHAT WE DO FOR GEORGIA'S BUSINESSES

We provide training,  
confidential  
consulting, and  
research assistance  
to Georgia's small  
businesses.

# UGA SBDC LOCATIONS

- Albany
- Athens
- Atlanta
- Augusta
- Brunswick
- Carrollton
- Columbus
- Dekalb
- Gainesville
- Gwinnett
- Kennesaw
- Macon
- Morrow
- Rome
- Savannah
- Statesboro
- Valdosta







# UGA SBDC CONSULTING SERVICES

## CALENDAR YEAR 2016

### **One-on-One Consulting**

- Clients Served: 3,937
- Hours of Consulting: 30,969

### • **Topics Include**

- Planning and Management
- Capital Access
- Accounting/Finance
- Marketing
- Exporting
- Procurement

# UGA SBDC TRAINING PROGRAMS

CALENDAR YEAR 2016

## Continuing Education


- Programs Delivered: 191
- Total Attendees: 2,612



# Data-driven Decisions

## Research Tools Help Discover

- Customers
- Competitors
- Suppliers
- Other Market Attributes and
- Industry Profiles



UGA SBDC  
RESEARCH  
DATABASES



# UGA SBDC INITIATIVES



Medical Practice  
Management



Minority Business  
Development



International Trade



Agribusiness



# UGA SBDC IMPACT

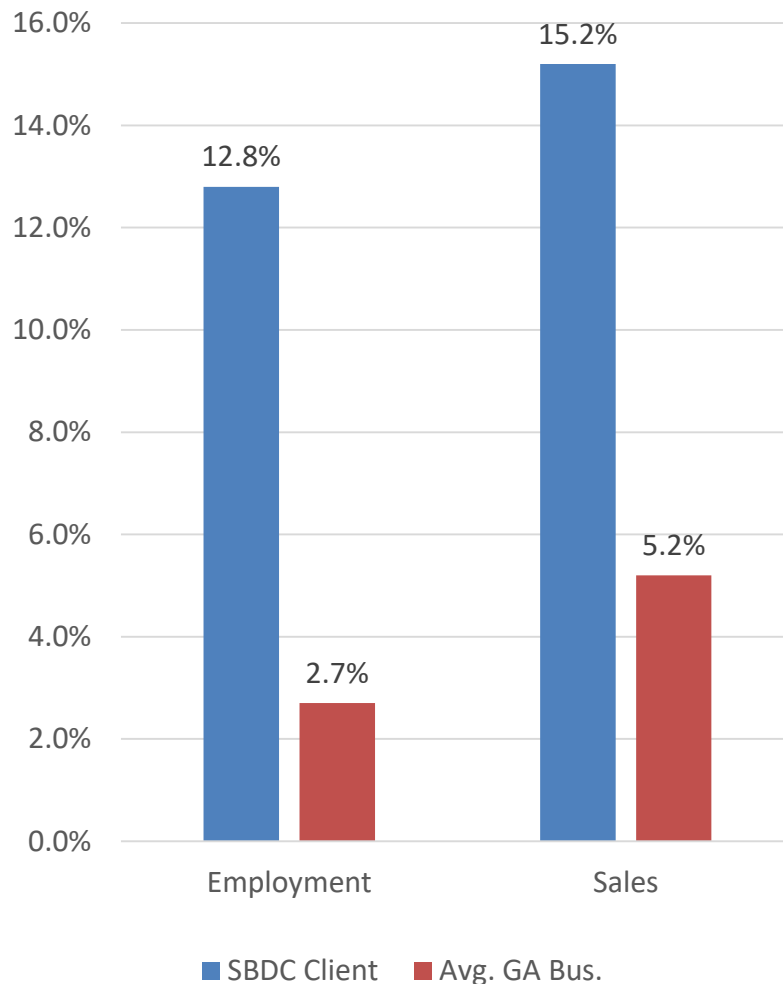
## SBDC client success over the last five years:

- \$10.3 billion in sales
- \$722 million capital raised through loans and equity financing
- 1,658 new business started
- 12,472 jobs created

967 clients responding to a survey issued in the Spring of 2015 indicated that 96% felt the SBDC services were beneficial and 98% indicated that they would recommend the SBDC services to other businesses.



# MORE IMPACT



- From 2015-2016, UGA SBDC Clients added 2,854 jobs to the Georgia economy. They also contributed nearly \$9.0 million in state taxes and \$6.7 million in federal taxes.
- The employment base of SBDC existing business clients grew by 12.8% while overall employment in Georgia increased by 2.7%.
- Average increase in sales growth for SBDC assisted businesses was 15.2% compared to a 5.2% increase in sales for Georgia businesses in general.

# CORPORATE SPONSORS

**GeorgiaTrend**

The Magazine Of Georgia Business, Politics & Economic Development Since 1985

**SBA**

U.S. Small Business Administration



**STATE BANK**  
& Trust Company



Georgia  
Power



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**zoetis**

Charter  
**Spectrum**

**CELTICBANK**



**WELLS  
FARGO**



# TESTIMONIAL

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*“Until we met with the SBDC, we had not set any goals or deadlines.*

*The SBDC offers the right environment to talk about goals and how we want to look in the next three to five years. They’ve helped us take a step back and really think about our growth. They helped us make sure to get results.”*

***-Honeysuckle Gelato,  
Atlanta, GA***

Growing quickly with no defined roles, the owners of Honeysuckle Gelato knew they needed help working *on* their business rather than *in* it.



Eager to start his allergy clinic quickly, Dr. Jeff Langford knew he would need money and contacts, so he went to the UGA SBDC in Macon where he received help with his financial plan and projections to obtain his initial start-up loan.



# TESTIMONIAL

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*"I'm a crazy scheme visionary who can be very guilty of making seat-of-the-pants decisions. The SBDC reminded me that banks love passion, but passion is hard to put a number to. It helped me think in terms of value, worth, revenue cycle – those things I'm not trained in. I do doctoring and let the pros do their work. The pros at the SBDC kept me out of trouble early on. They have been a great resource."*

**-Langford Allergy**

**Macon, Gray, Forsyth and Warner  
Robins**





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Don't forget to visit us online:

***[www.georgiasbdc.org](http://www.georgiasbdc.org)***

